



>> *the technology event for*

AUTONOMY

Join XPONENTIAL 2024 where the entire community meets to build long-lasting relationships driving business forward. Gain valuable insights to make the most impactful decisions for success in this dynamic uncrewed and autonomous systems market.



XPONENTIAL™

APRIL 22 - 25, 2024 | EDUCATION
APRIL 23 - 25, 2024 | EXHIBITS
SAN DIEGO, CA

EXHIBITOR PROSPECTUS

XPONENTIAL.org

GLOBAL EXHIBITION & CONFERENCE

XPONENTIAL BY THE NUMBERS



7,500
technologists,
users and
regulators



60 countries
represented



A cutting-edge
conference and
110,000 sq. ft.
of exhibit space with
650+ exhibitors



100s of
networking
opportunities



150+ educational
sessions

UNMATCHED TECHNOLOGY DIVERSITY

Full Range of the Value Chain

From start-ups to global organizations, each company can meet their defined goals and reach specific target audiences.

High-Quality B2B and B2G

Take part in premium networking opportunities with business insiders, federal and state regulators, and government and commercial buyers.

Wide Reach Across Industries

30% of our audience are engineers and R&D that design autonomous systems for a variety of vertical markets.

A Conference with No Match

Forward looking insights in a variety of conference formats prepare you for "what's next" in the industry.

WHERE THE WORLD MEETS

- 15% of all attendees come from outside the U.S.
- Commercial, defense and civil sectors
- Air, Ground and Maritime
- A wide range of job roles



ENHANCED VISIBILITY

LET'S SET THE COURSE FOR HUMAN PROGRESS

XPONENTIAL is the most effective event for generating high-value leads and tapping into the opportunities ahead for the uncrewed and autonomous systems market.

WHO ATTENDS XPONENTIAL?

Abbott Laboratories — Information Engineer
Amazon — Head of Global Commodity Management
Cargill, Inc. — Sr Enterprise Architect
Caterpillar — Tech Lead
Dep. of Homeland Security - Border Patrol Assistant Chief
Düsseldorf Airport — Senior Vice President
Exxon Mobil — Aviation Advisor
Hyundai Heavy Ind. — Software Engineer
John Deere — Unmanned Aviation Systems Manager
Kawasaki Electric Wire — President
Koch Fertilizer — Operations Technology Leader

Kroger — Automation Process Engineer
National Park Service — Aviation Program Manager
Northrop Grumman — Vice President
Phillips 66 — Director of New Technologies
Scion Aviation LLC — CEO
Shell — Senior Aviation Adviser (RPAS)
Tesla — Project Engineer
The Boeing Company — Sr. Product Manager - UAV/UAS
Verizon Wireless — Manager, Drone Safety
Yamaha — Senior Software Engineer

“Expand the horizons of what you think the industry is and then keep going, that’s what’s here!”

– Caroline Emmert, *Forum Content Manager* – ASCEND
American Institute of Aeronautics and Astronautics

Animal Dynamics — Head of Engineering Operations
Ara Robotics — CTO & Co-founder
Boston Dynamics — Vice President of Policy & Gov’t Relations
Celestica — Vice President of Engineering
Censys Technologies — CTO
Cleo Robotics — Founder & CTO
Deep Trekker Inc. — President
Dufour Aerospace — CTO
HDT Global — Engineer
Honeywell — Sr. Investment Director
IdeaForge — CTO

Lockheed Martin — LM Ventures Investor
ModalAI — Integration Lead
PteroDynamics Inc. — Vice President of Engineering
Skydio — CEO
Stratom, Inc. — President & CEO
Swift Autonomy, Inc. — UAS Electrical & RF Engineer
Swoop Aero — CEO
Tekever — CTO
Uvify — CEO
Wing — Head of Flight Operations

“Even from the largest EV to manufacturers right the way down to the smallest products, it’s absolutely perfect for what we’re trying to achieve.”

– Alex Holt, *Marketing Business Partner*
Inmarsat

FEATURED PAVILIONS

TECHNOLOGY

AAM/UAM

Featuring platforms and enabling technology that will allow UAM to be a reality.

Composites

Highlighting design engineered materials, services and equipment for fabrication of many structural, cutting-edge technology applications.

Continued Education & Workforce Development

Recruiting, re-education and continuing education solutions are featured here.

Cybersecurity

Technology to protect networks, devices, and data from unauthorized access or criminal use and the practice of ensuring confidentiality, integrity, and availability of information.

Defense Technologies

Where uncrewed systems got its start and has evolved for more than 50 years; technology here is focused on federal government and military solutions on a global scale.

Maritime

Latest in surface and subsurface technologies from unique components to platforms.

Public Safety

Solutions for first responders to obtain situational awareness while increasing public safety and welfare.

XPO+ Launcher

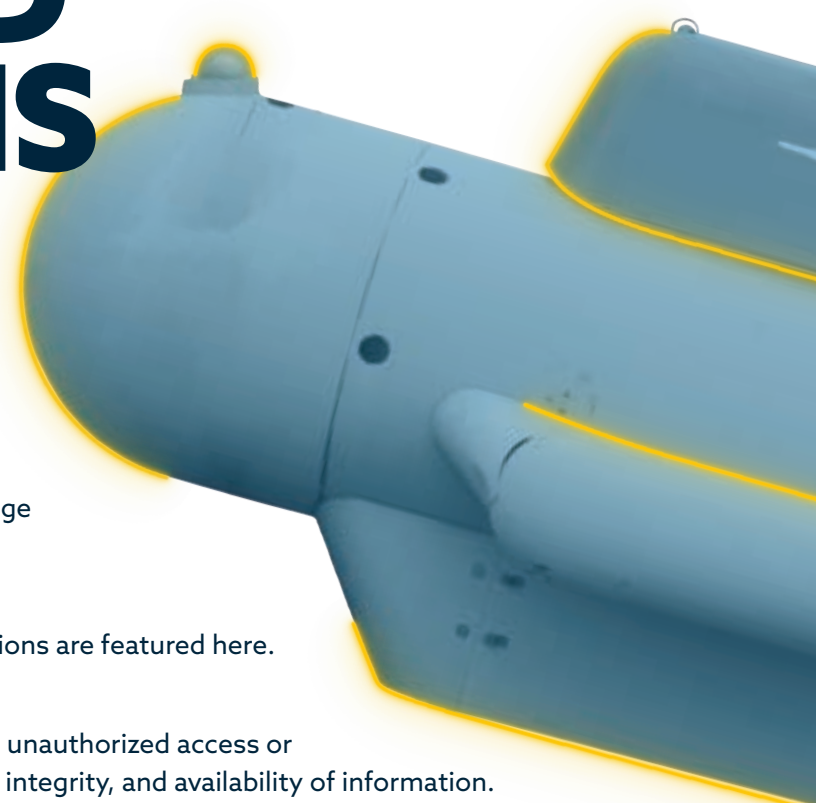
Necessity is the mother of invention and this is where you'll want to showcase your latest innovation.

STATE & COUNTRY PAVILIONS

Individual states and countries bring participants together to showcase solutions from their respective regions by offering a turnkey solution to make exhibiting easy.

To join a pavilion or to organize your own, **contact your account manager.**

[SEE FLOORPLAN AND AVAILABILITY >](#)



SHOWCASE SOLUTIONS

EXHIBIT AT
XPONENTIAL

RAW BOOTH SPACE *

Price Per Square Foot

| | |
|-----------------|------|
| AUVSI Member ** | \$37 |
| Nonmember | \$43 |

Raw Space (Linear Booths Only) Includes:

- 8' draped wall
- 3' side-rails
- 2-line ID sign (44" x 7")



SHELL SCHEME BOOTH *

| | 10' x 10' | 10' x 20' |
|-----------------|-----------|-----------|
| AUVSI Member ** | \$6,700 | \$12,000 |
| Nonmember | \$7,700 | \$13,200 |

Shell Scheme Booth Space Includes:

- Header sign
- Standard carpet
- Track-light with one (1) head per panel
- 42" h side returns/panels
- Set-up and removal
- Counter with sliding doors (42" h x 39" w x 18" d)
- Opening day cleaning
- Café table
- Four (4) chairs
- Power – 10 amp/1000 watt (outlet placed at the back wall; one outlet regardless of booth size)



10'x10' Shell Scheme



10'x20' Shell Scheme

MEETING ROOM OPTIONS

Conduct business in your own private meeting space still conveniently located on XPO Hall floor.

| Size | Exhibitor | Non-Exhibitor | Includes |
|--------------------------------------|------------------|------------------|--|
| 12' x 12' | \$3,950 | \$6,950 | Includes carpet, one (1) table, four (4) chairs, wastebasket and ID sign |
| 12' x 24' | \$5,950 | \$8,950 | Includes carpet, one (1) table, six (6) chairs, wastebasket and ID sign |
| Permanent Meeting Room (size varies) | Call for pricing | Call for pricing | Includes one (1) room set (board room, classroom or rounds), wastebasket and ID sign |

* Linear booths with open corner(s) are charged \$500 per corner.

** Company must be an organizational member of AUVSI at the time of contracting and at the time of the show.

FILL YOUR SALES PIPELINE | XPONENTIAL.ORG

BE THE HOST

INVITE YOUR COLLEAGUES AND CUSTOMERS TO XPONENTIAL

| Dimensions | Complimentary Exh. Badge Allocation |
|-----------------|-------------------------------------|
| XPO+ Launcher | 2 |
| 10' x 10' | 3 |
| 10' x 10' Shell | 3 |
| 10' x 20' | 5 |
| 10' x 20' Shell | 5 |
| 10' x 30' | 8 |
| 10' x 40' | 10 |
| 20' x 20' | 10 |
| 20' x 30' | 13 |
| 20' x 40' | 15 |

| Dimensions | Complimentary Exh. Badge Allocation |
|------------|-------------------------------------|
| 30' x 30' | 17 |
| 20' x 50' | 18 |
| 30' x 40' | 20 |
| 20' x 60' | 20 |
| 30' x 50' | 25 |
| 40' x 40' | 27 |
| 30' x 60' | 30 |
| 40' x 50' | 35 |
| 50' x 50' | 45 |
| 50' x 60' | 50 |

WHO DOESN'T LOVE A LITTLE COMPETITION?

Showcase your marketing prowess and get rewarded. **The top two exhibitors** who have the most customer passes redeemed and picked up by their guests will receive:

- Two (2) VIP Pass Registrations with invites to the Chairperson's and Influencer's Reception
- Website ad on XPONENTIAL.org for 1-month
- Recognized as a sponsor of the event
- Recognition from the Keynote Stage

[BECOME AN EXHIBITOR >](#)

DRIVE TRAFFIC

ELITE LISTINGS GET 3X MORE ONLINE LEADS!

Whether you're here for the first time or you are a seasoned XPONENTIAL exhibitor, now is a great time to upgrade to an Elite Exhibitor Listing to ensure maximum exposure and generate more leads. The Elite package includes items such as:



Company Logo and Expanded eBooth Profile:

Elite participants can add a company logo, include a description that is twice as long as a basic listing and gain instant communication with prospective buyers!



Event Map Banner Ad:
Get additional exposure every time attendees preview the XPONENTIAL 2024 floorplan.

ENHANCED EXHIBITOR LISTINGS

Generate more leads and increase your visibility at XPONENTIAL 2024 and beyond with an Enhanced Exhibitor Listing! Special discount pricing available for exhibitors who secure BOTH exhibit space and enhanced exhibitor listing at the same time. Save up to \$400!

| ENHANCED E-BOOTH FEATURES | ELITE | PREMIUM | BASIC |
|---|-----------------------|----------------|----------------|
| XPONENTIAL 2024 Event Website Exposure | | | |
| Enhanced eBooth Icon | X | | |
| Company Name, Booth # Label, and Address | X | X | |
| Website URL | X | X | X |
| eBooth Profile | 750 Characters | 350 Characters | 350 Characters |
| Product Categories | 12 | 12 | 12 |
| Instant Communication with Prospective Buyers | X | | |
| Press Releases | 5 | 2 | |
| Online Product Listings | 5 | 2 | |
| Show Specials | 5 | 2 | |
| Event Map Banner Ad | 1 | | |
| Company or Product Logo | X | | |
| XPO App | | | |
| Company Name and Booth | X | X | X |
| Total Investment | | | |
| Booking exhibit space and EEL at same time | \$695 | \$495 | Included |
| Upgrading to EEL after booking | \$1,095 | \$895 | Included |

MAXIMIZE YOUR ROI

BECOME A SPONSOR

Drive more traffic to your booth, set your company apart from the competition and get the most out of your time at XPONENTIAL with a sponsorship designed around your specific objectives.



**BRANDING /
AWARENESS**



NETWORKING



**TARGET
DEMOGRAPHIC**



**THOUGHT
LEADERSHIP**

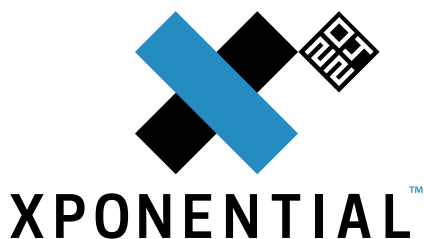
Sponsorship options include:

Educational Sessions, Keynotes, lanyards, mobile app advertising, networking receptions, show registration, the Solutions Theater, speaking engagements, the VIP Club and much more!

BE A PART OF THE TECHNOLOGY EVENT FOR AUTONOMY

Contact your account manager for details about exhibiting, advertising and sponsorship opportunities.

[XPONENTIAL.ORG/EXHIBIT](https://xpontential.org/exhibit) ▶



Co-hosted by



SECURE YOUR SPACE TODAY | [XPONENTIAL.ORG](https://xpontential.org)